Hyperion Focus 2015

HPCM: Pushing the Limits

Simon Watts

M&G Ltd

Hyperion Focus 2015

- **Overview and Introduction**
- Our journey so far
- The technical stuff
- Where to now
- Questions

Hyperion Focus 2015

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Our journey so far: Realised Business Benefits

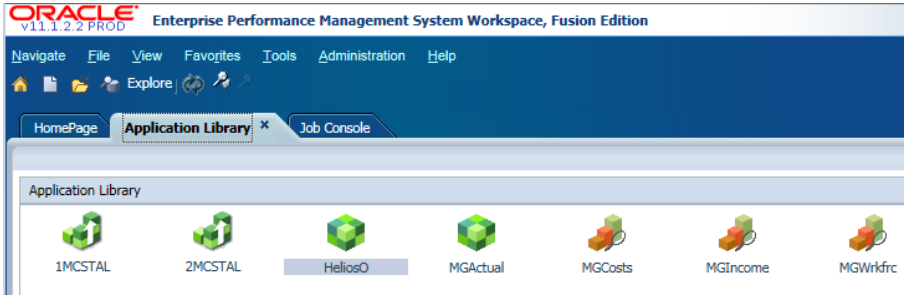
Improvements within the Finance function including

- Greater ownership of drivers
- Ability to explain allocations to the business from start to end
- Time savings enabling a greater focus on analysis
- More confidence in guidance and challenge provided to the business
- Trust gained through system stability and transparent reporting.
- Demonstration of an equitable process

Improvements within the Business including

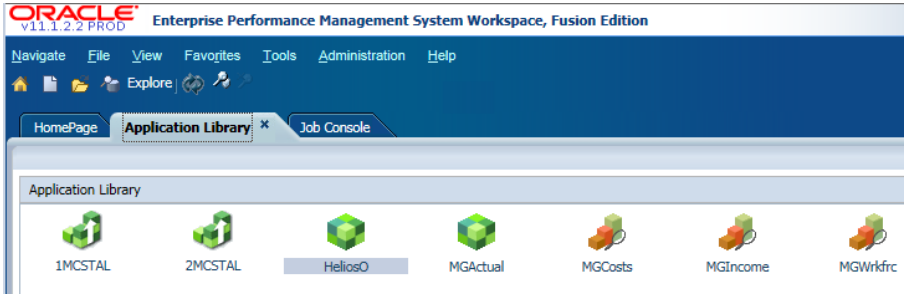
- Detailed profitability analysis at the correct level for decision making
- More competitive pricing given the true costs of running the business
- Tax driven allocation to statutory company approved by the UK authorities
- Justification of compensation to senior fund managers

Our journey so far: What we learned from Version 1



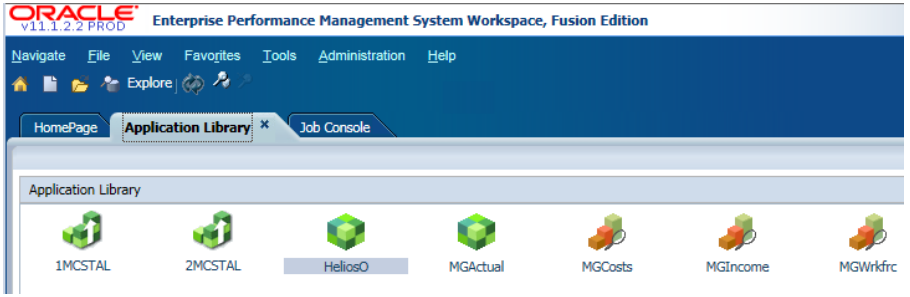
- Implemented 11.1.2.2 – Edgewater Ranzal as implementation partner
- Applications & integration – Highly automated
- Scenarios: Plan, CY Forecast & Actual. Expanded to Rolling Forecast
- 3 x Planning Application – Cost, Income and Workforce

Our journey so far: What we learned from Version 1



- 2 x HPCM Models – Model 1, Model 2 (Combined Retail & Non Retail)
- Creation of Driver Selections & Assignment rules - Automatic
- Custom Oracle based Model Data Generator – Model Data Generator
- Initial slow serial processing – Currently parallel processing

Our journey so far: What we learned from Version 1



- Automated daily backups – Data & Metadata
- Reporting cube – Reloaded from data warehouse
- Full data reconciliation
- Separation of WF, Cost & Income – More effective security

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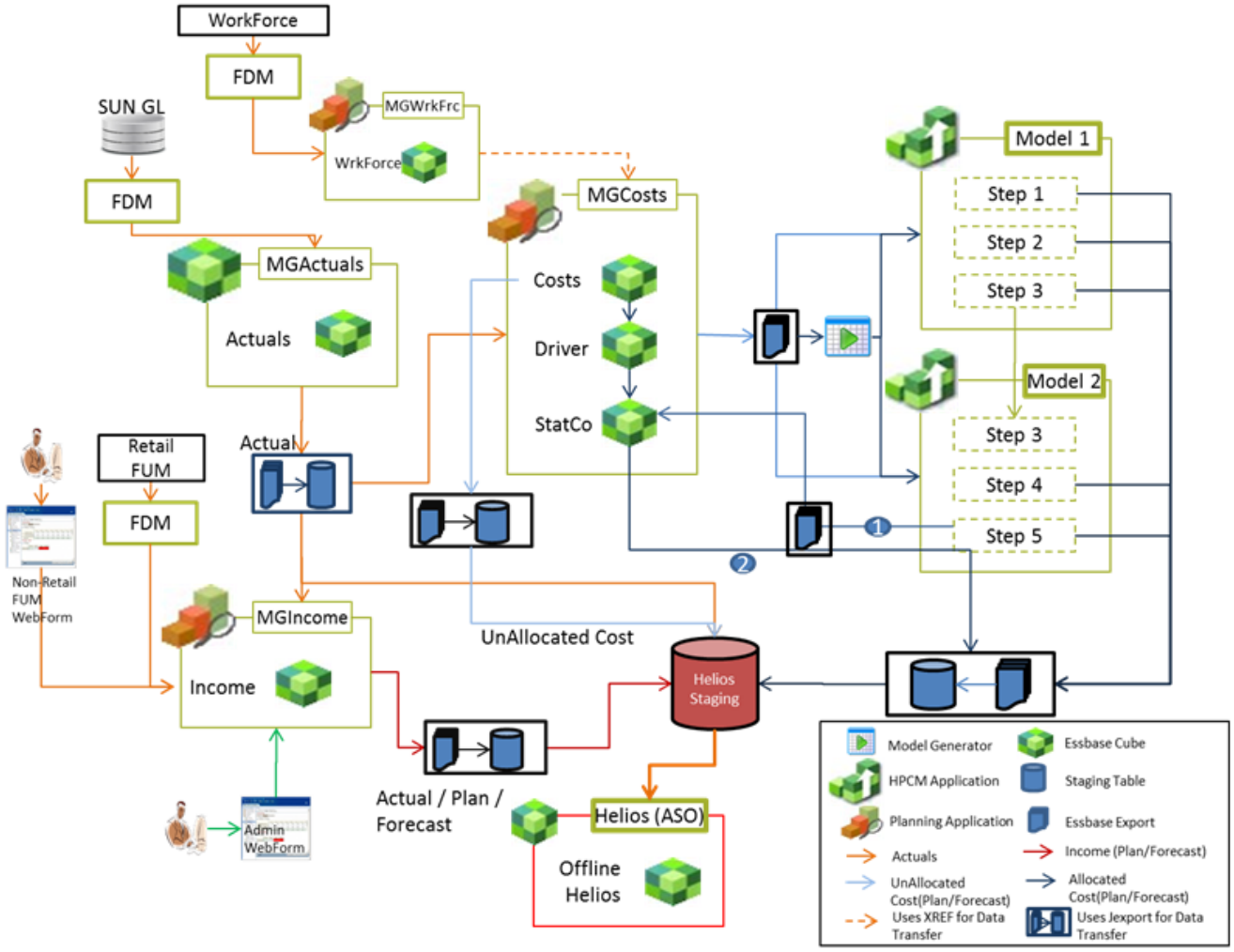
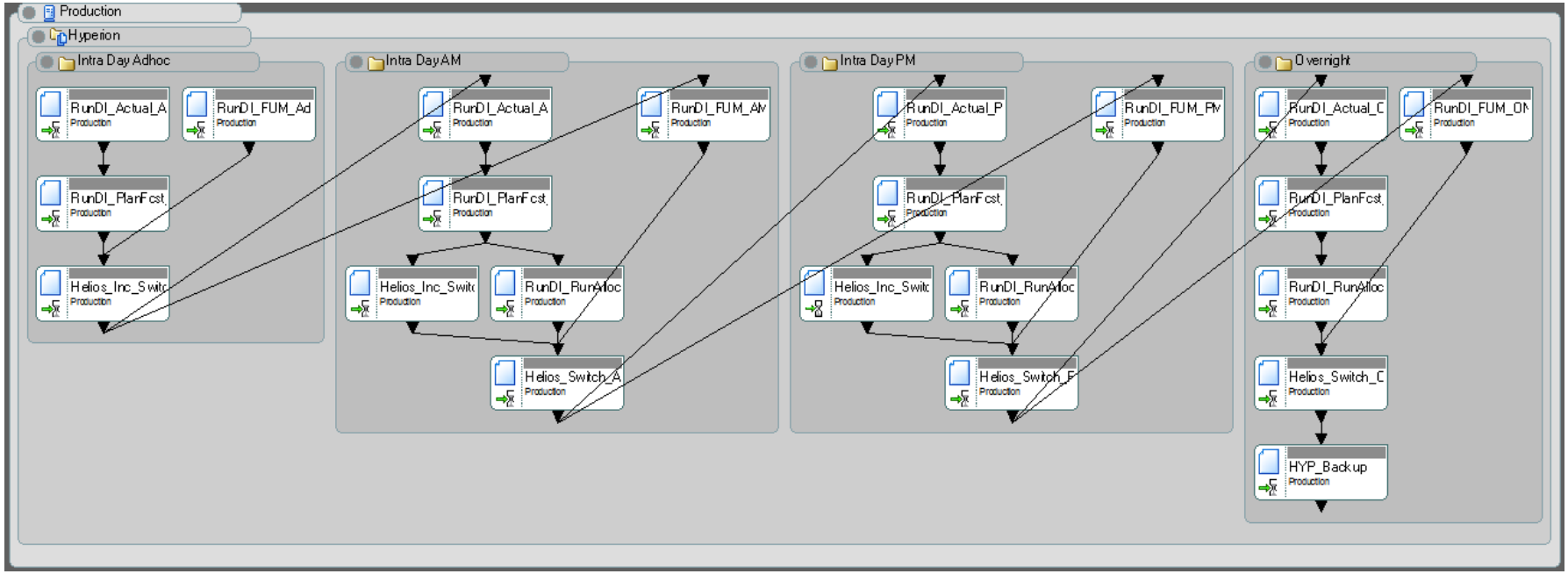
The technical stuff: Architecture



The technical stuff: Automation - CtrlM



The technical stuff: Automation - Scenario control

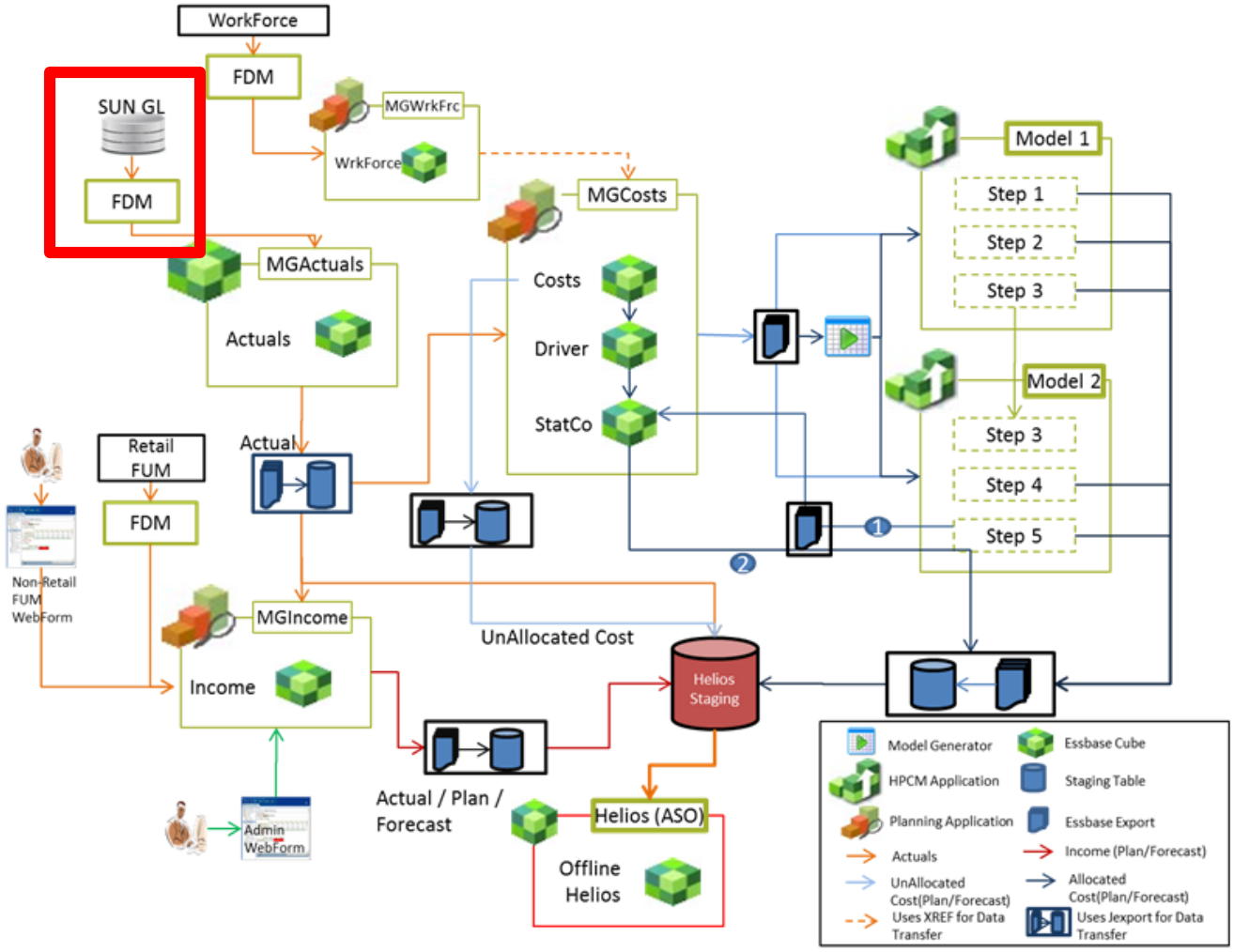
	Refresh to Helios (Day)	Run Allocation (Day)	Refresh to Helios (Overnight)	Run Allocation (Overnight)
Actuals	No	No	No	No
Jan Rolling Forecast - Loaded	No	No	No	No
Feb Rolling Forecast - Loaded	No	No	No	No
Mar Rolling Forecast - Loaded	No	No	No	No
Apr Rolling Forecast - Loaded	No	No	No	No
May Rolling Forecast - Loaded	No	No	No	No
Jun Rolling Forecast - Loaded	Yes	No	Yes	Yes
Jul Rolling Forecast - Loaded				
Aug Rolling Forecast - Loaded				
Sep Rolling Forecast - Loaded				
Oct Rolling Forecast - Loaded				
Nov Rolling Forecast - Loaded	No			
Dec Rolling Forecast - Loaded	No	No	No	No
Detail Level Plan	No	No	No	No

The technical stuff: Automation - Scenario control

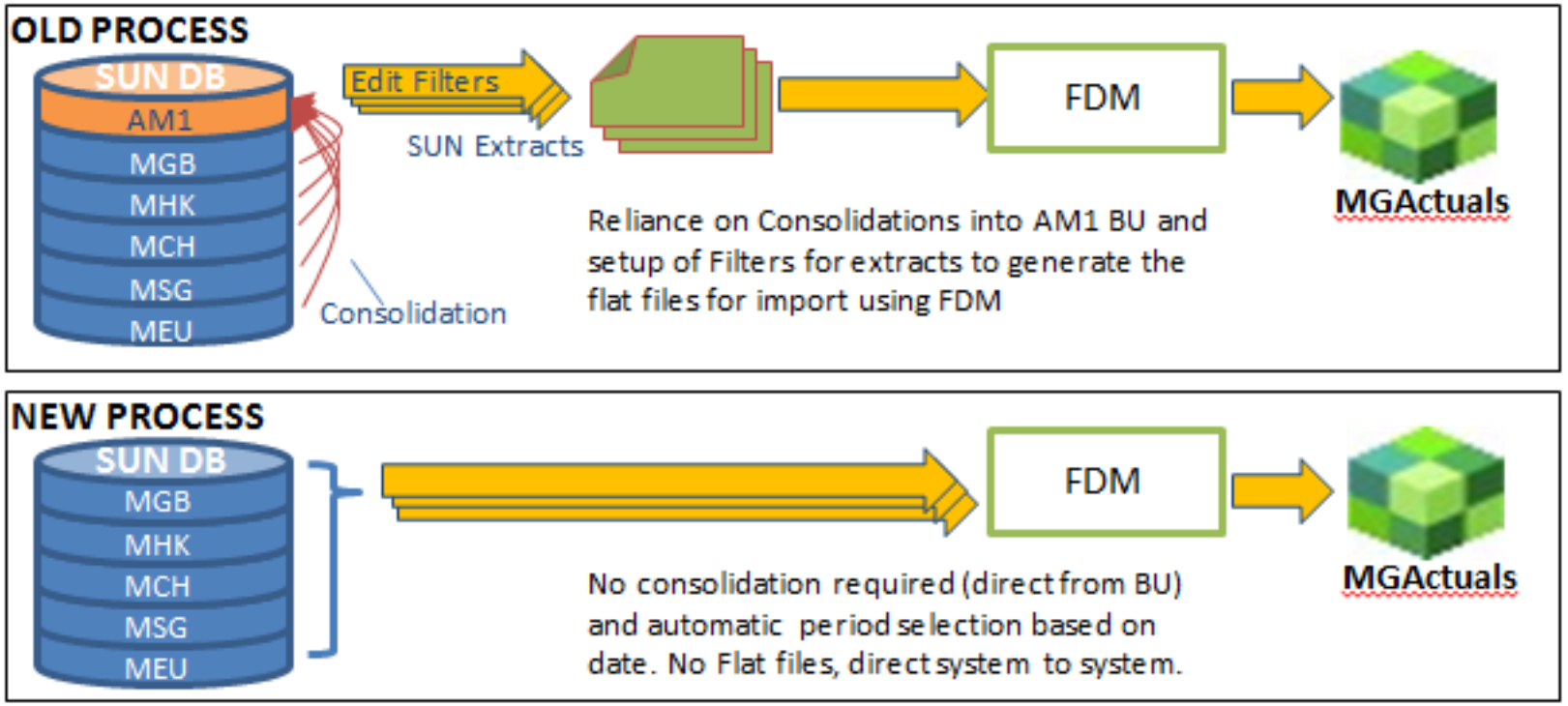
RunAllocationPOV.txt

```
1  StatCo,RF_FcstJun,FY17,Jan,N,Working
2  StatCo,RF_FcstJun,FY17,Feb,N,Working
3  StatCo,RF_FcstJun,FY17,Mar,N,Working
4  StatCo,RF_FcstJun,FY17,Apr,N,Working
5  StatCo,RF_FcstJun,FY17,May,N,Working
6  StatCo,RF_FcstJun,FY17,Jun,N,Working
7  StatCo,RF_FcstJun,FY17,Jul,N,Working
8  StatCo,RF_FcstJun,FY17,Aug,N,Working
9  StatCo,RF_FcstJun,FY17,Sep,N,Working
10 StatCo,RF_FcstJun,FY17,Oct,N,Working
11 StatCo,RF_FcstJun,FY17,Nov,N,Working
12 StatCo,RF_FcstJun,FY17,Dec,N,Working
13 StatCo,RF_FcstJun,FY18,Jan,N,Working
14 StatCo,RF_FcstJun,FY18,Feb,N,Working
15 StatCo,RF_FcstJun,FY18,Mar,N,Working
16 StatCo,RF_FcstJun,FY18,Apr,N,Working
17 StatCo,RF_FcstJun,FY18,May,N,Working
18 StatCo,RF_FcstJun,FY18,Jun,N,Working
19 StatCo,RF_FcstJun,FY18,Jul,N,Working
20 StatCo,RF_FcstJun,FY18,Aug,N,Working
21 StatCo,RF_FcstJun,FY18,Sep,N,Working
22 StatCo,RF_FcstJun,FY18,Oct,N,Working
23 StatCo,RF_FcstJun,FY18,Nov,N,Working
24 StatCo,RF_FcstJun,FY18,Dec,N,Working
```

The technical stuff: Architecture



The technical stuff: FDM – Integration with Infor Sun Systems



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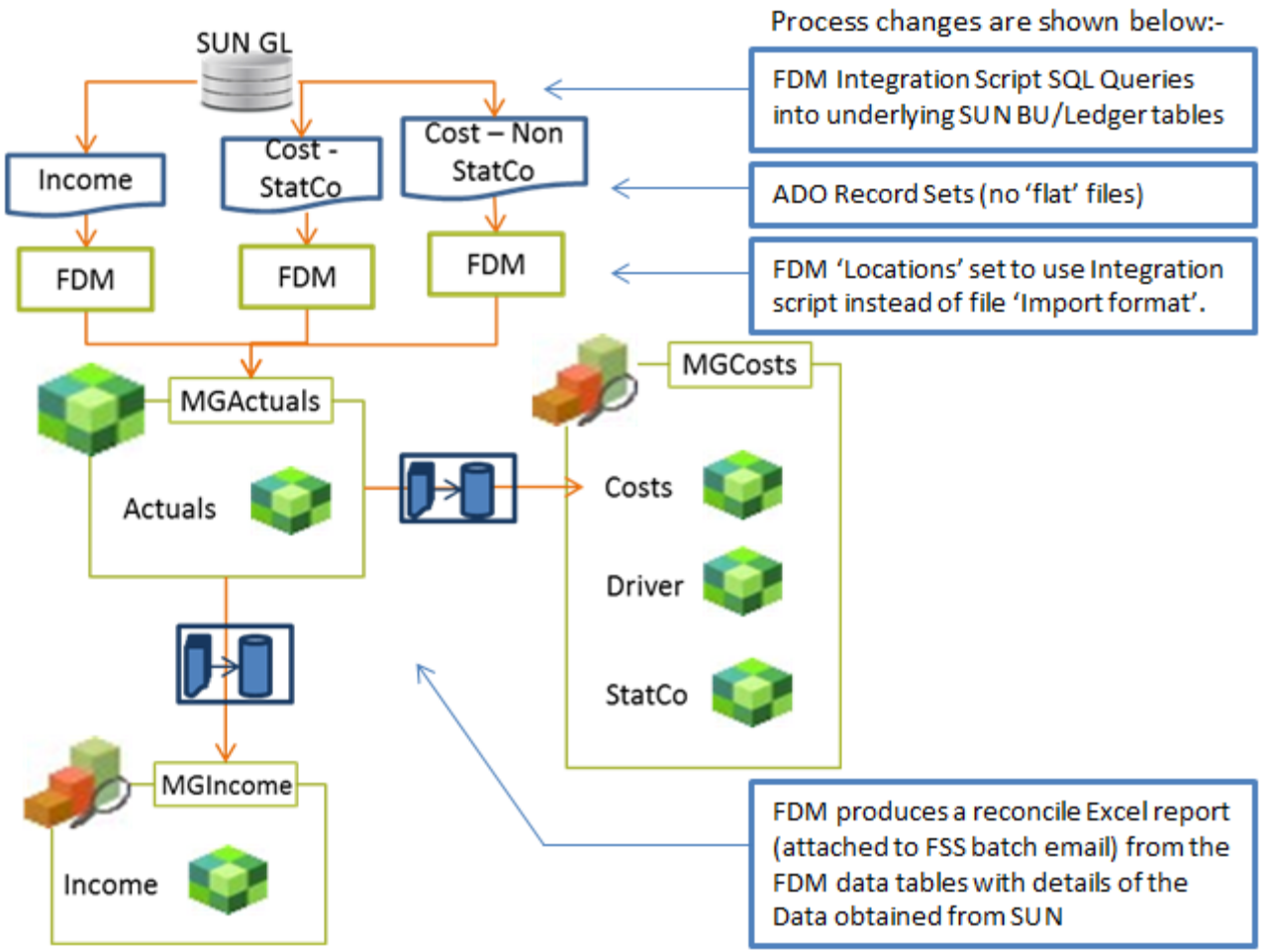
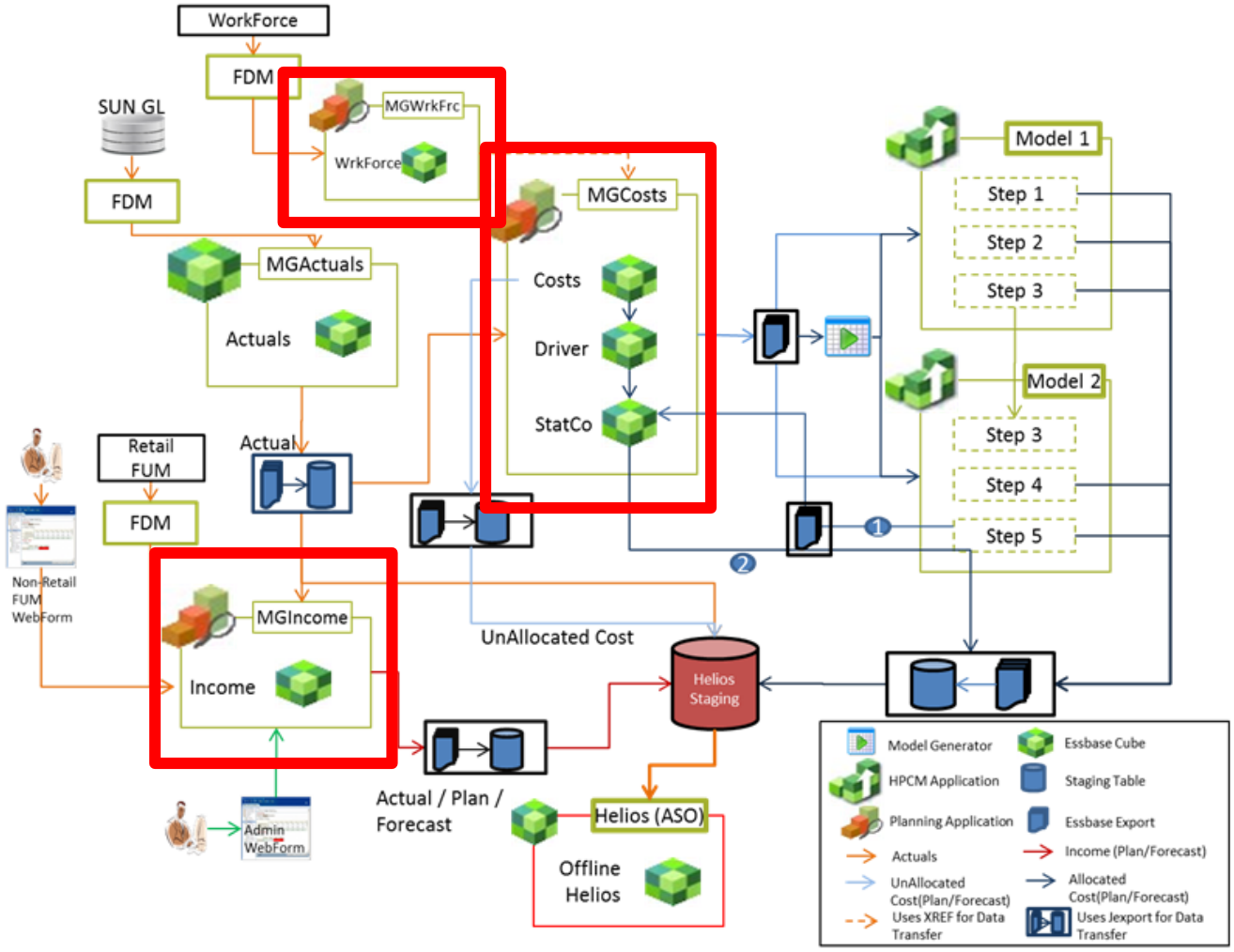
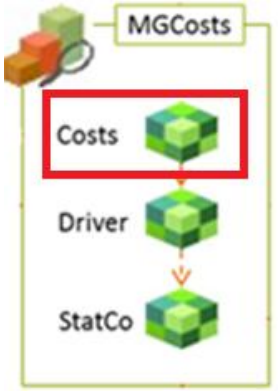


The technical stuff: Planning applications



The technical stuff: Planning applications - MGCosts

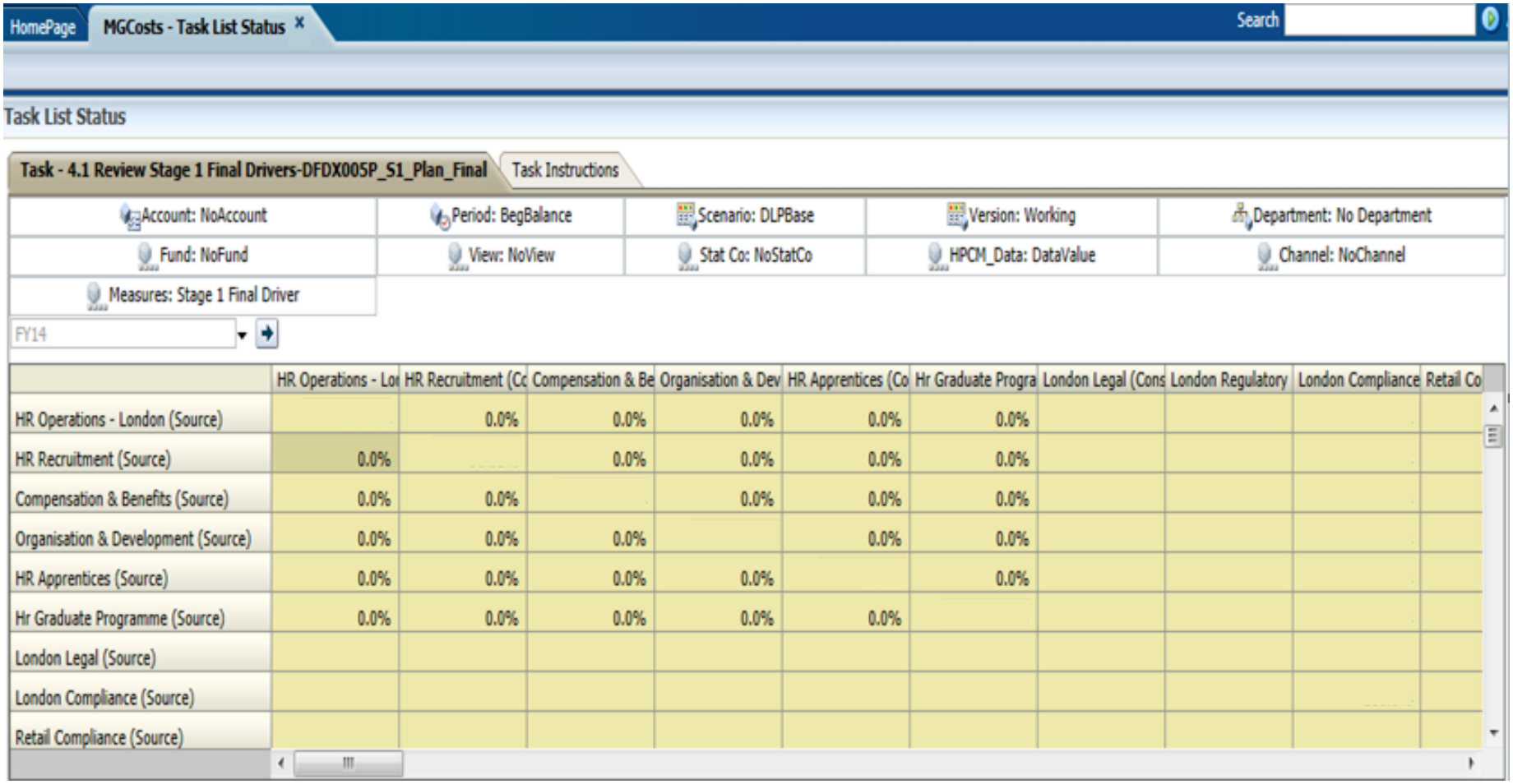


- **MGCosts:Costs**
  - **Infor Sun Actual Costs**
  - **Manually entered RF Costs – Non Workforce**
  - **Workforce RF Costs – MGWrkforce Application**

The technical stuff: Planning applications - MGCosts

- **MGCosts:Driver**
  - **Manually entered for Actuals and RF**
  - **Drivers seeded from scenario to scenario**

The technical stuff: Planning applications - MGCosts

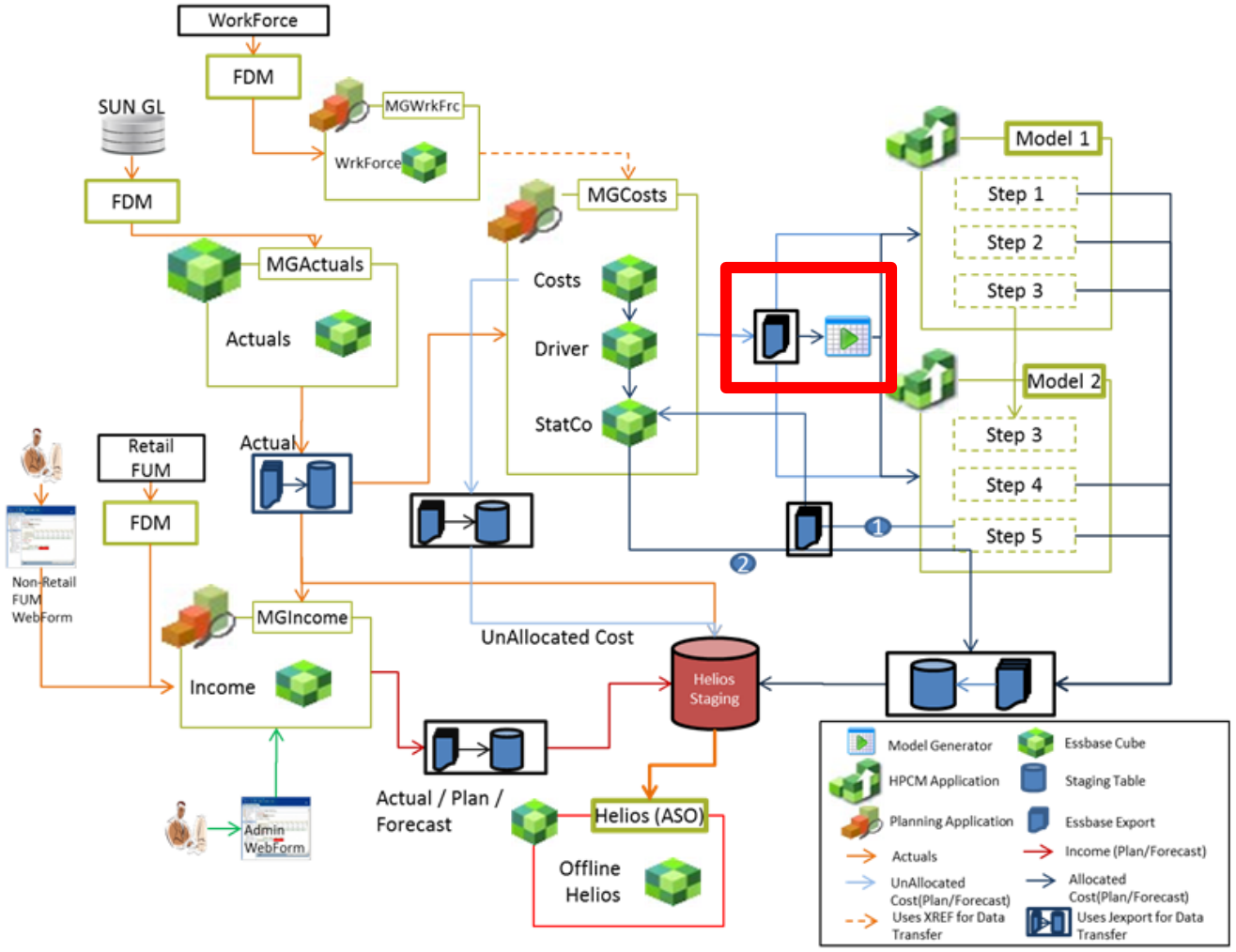


	HR Operations - Lo	HR Recruitment (Co	Compensation & Be	Organisation & Dev	HR Apprentices (Co	Hr Graduate Progra	London Legal (Cons	London Regulatory	London Compliance	Retail Co
HR Operations - London (Source)		0.0%	0.0%	0.0%	0.0%	0.0%				
HR Recruitment (Source)	0.0%		0.0%	0.0%	0.0%	0.0%				
Compensation & Benefits (Source)	0.0%	0.0%		0.0%	0.0%	0.0%				
Organisation & Development (Source)	0.0%	0.0%	0.0%		0.0%	0.0%				
HR Apprentices (Source)	0.0%	0.0%	0.0%	0.0%		0.0%				
Hr Graduate Programme (Source)	0.0%	0.0%	0.0%	0.0%	0.0%					
London Legal (Source)										
London Compliance (Source)										
Retail Compliance (Source)										

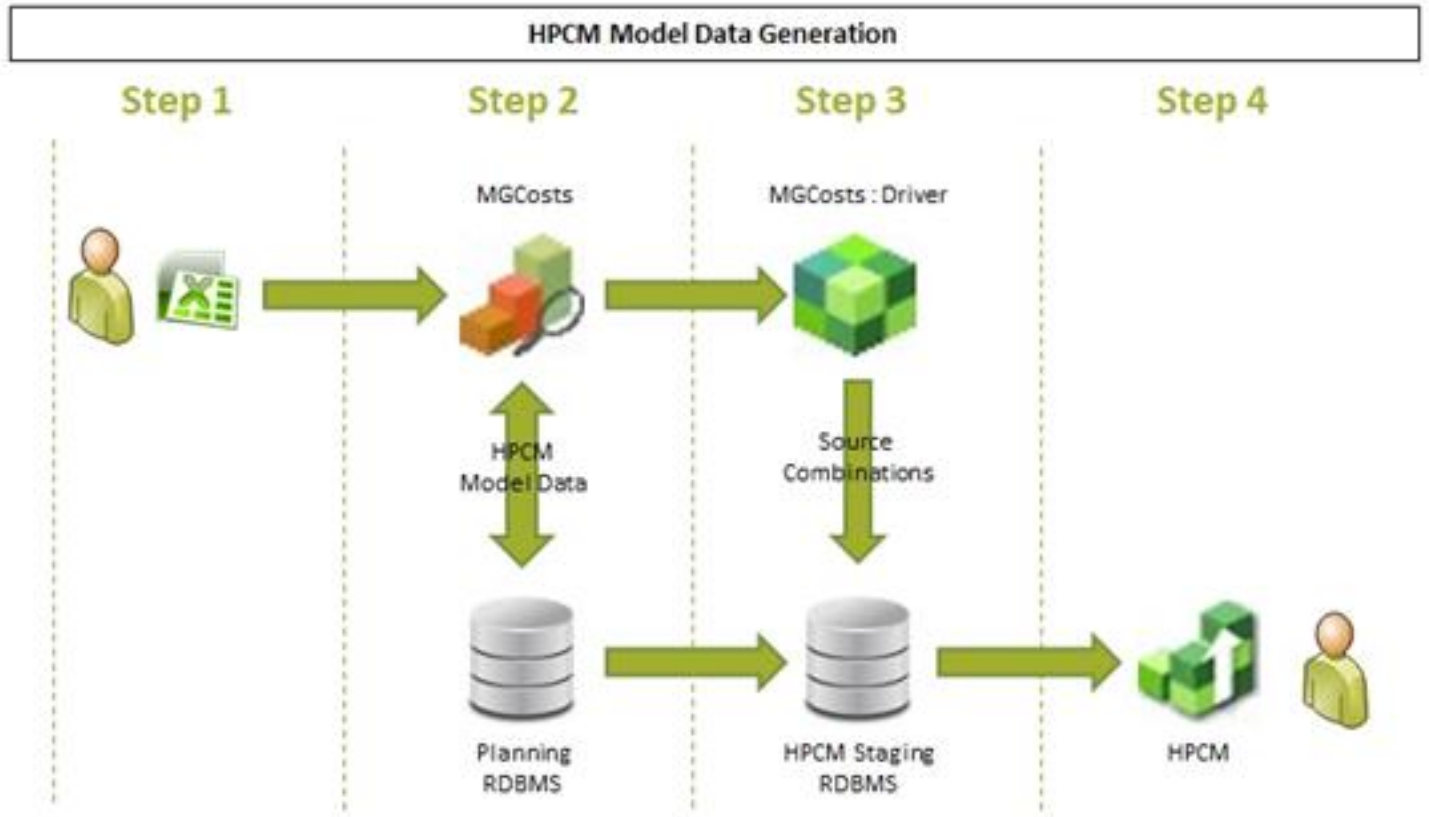
The technical stuff: Planning applications - MGCosts

- **MGCosts:StatCo**
  - **Manual Entry of drivers into Planning forms to drive costs to StatCo**
  - **Allocation of results from Management allocations after Model 2 - StatCo**
  - **Drivers seeded from Scenario to Scenario**
  - **Non HPCM Cost Allocation**

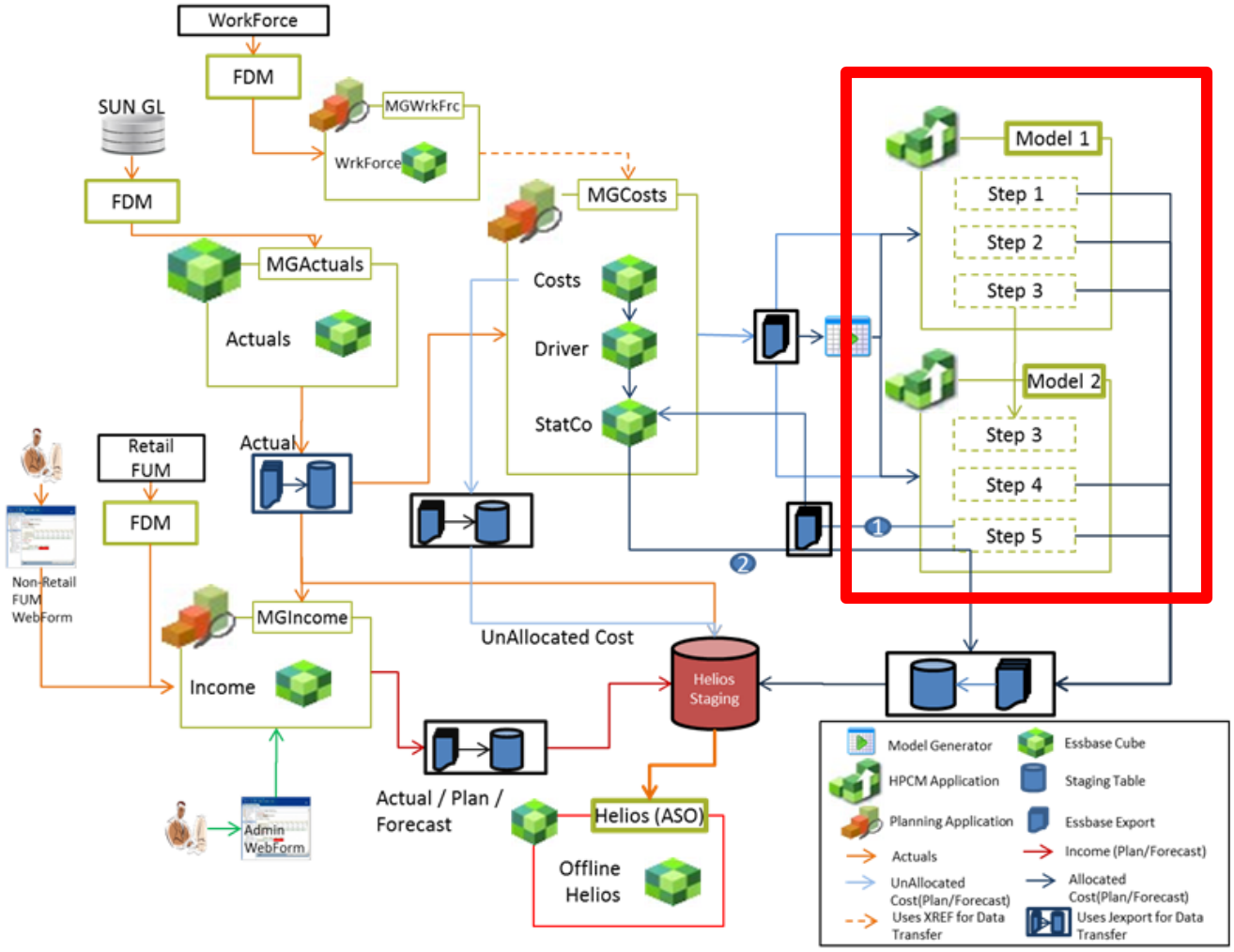
The technical stuff: MDG - Model Data Generator



The technical stuff: MDG – Model Data Generator



The technical stuff: HPCM Models 1 and 2



The technical stuff: HPCM applications

Profitability

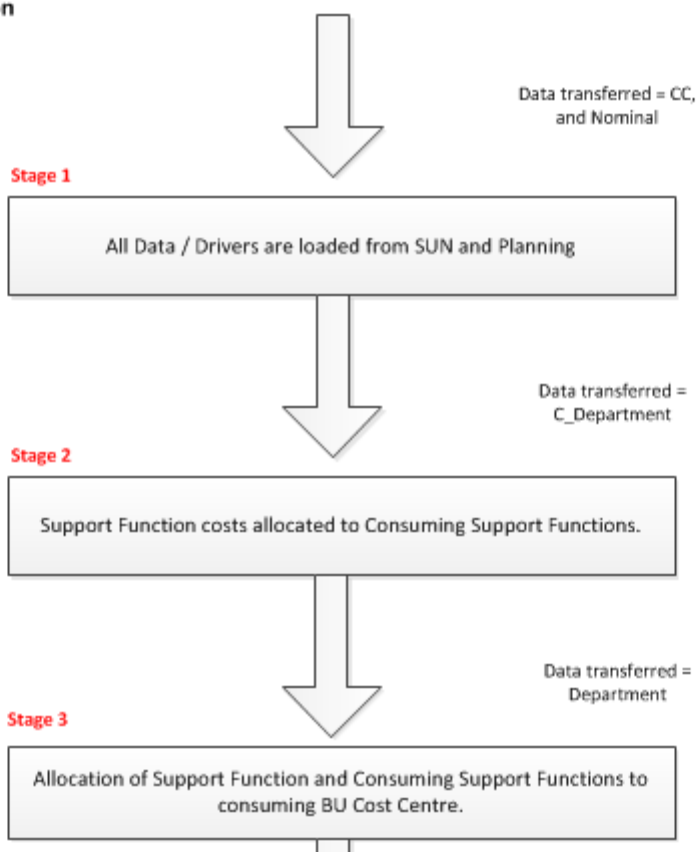
1MCSTAL

2MCSTAL

Overview

Management Reporting Allocation Process - HPCM

Cost Allocation Process Diagram



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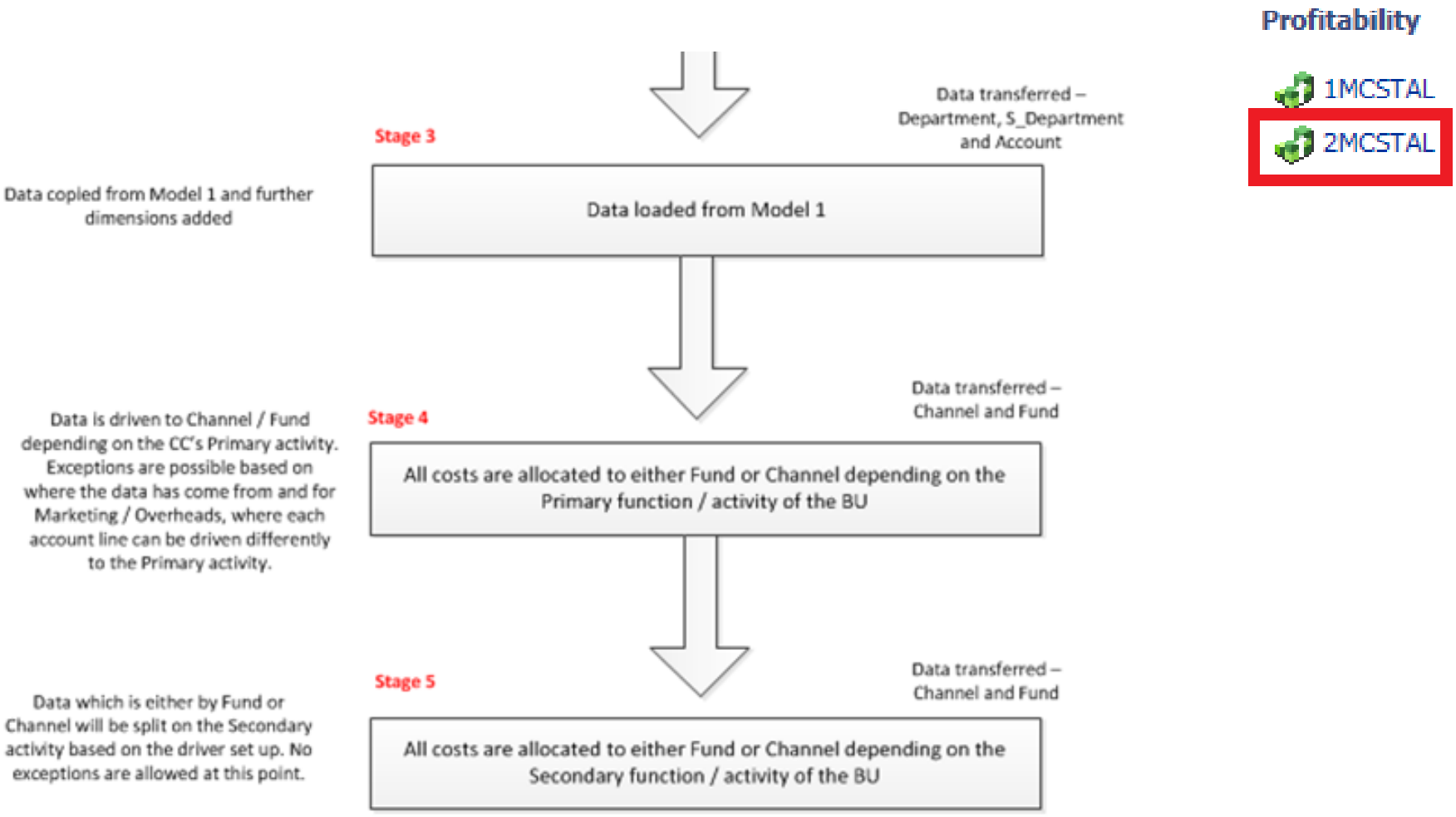


The technical stuff: HPCM applications

Profitability

1MCSTAL

2MCSTAL

Model 1

Stages

Order	Name	Prefix	Dimension 1	Dimension 2	Dimension 3	Intra Stage
1	1_InitCost	S1_	S_Department	BSO_Account		
2	2_Cons	S2_	C_Department			
3	3_BU	S3_	ALC_Departme...			

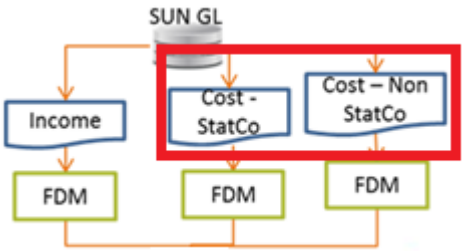
Model 2

Stages

Order	Name	Prefix	Dimension 1	Dimension 2	Dimension 3	Intra Stage
1	3_BU	S3_	ALC_Departme...	S_Department	BSO_Account	
2	4_Primary	S4_	G_Department	Channel	Fund	
3	5_Secondary	S5_	Channel	Fund		

The technical stuff: HPCM applications

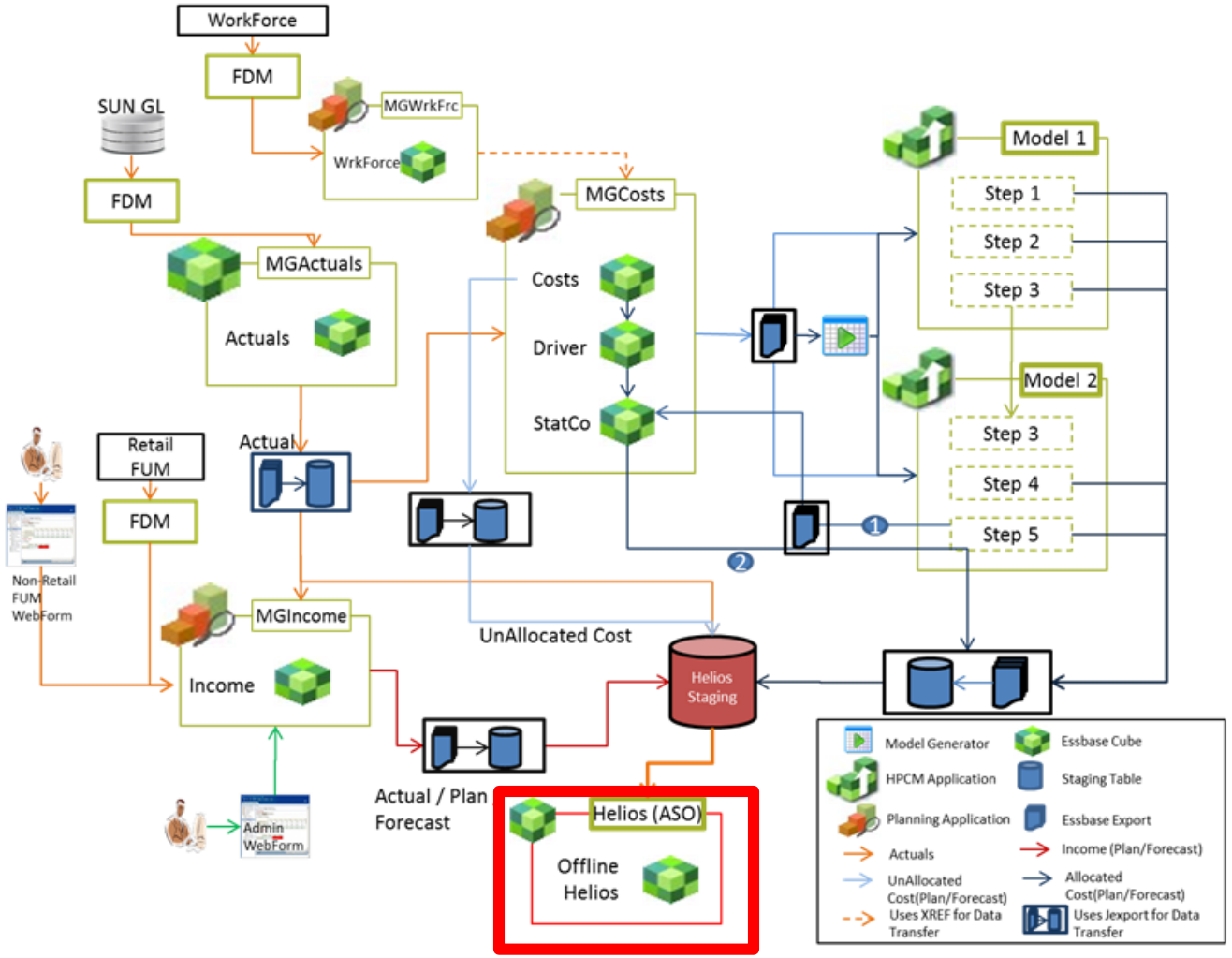
Model 1 & 2 Actuals



Model Preferences

- [x] Cost Model
- [x] Revenue Model
- [x] Allow Intrastage Assignment
- [x] Allow Multidimensional Stages

The technical stuff: Helios and Helios Switch mechanism



The technical stuff: Helios and Helios Switch mechanism

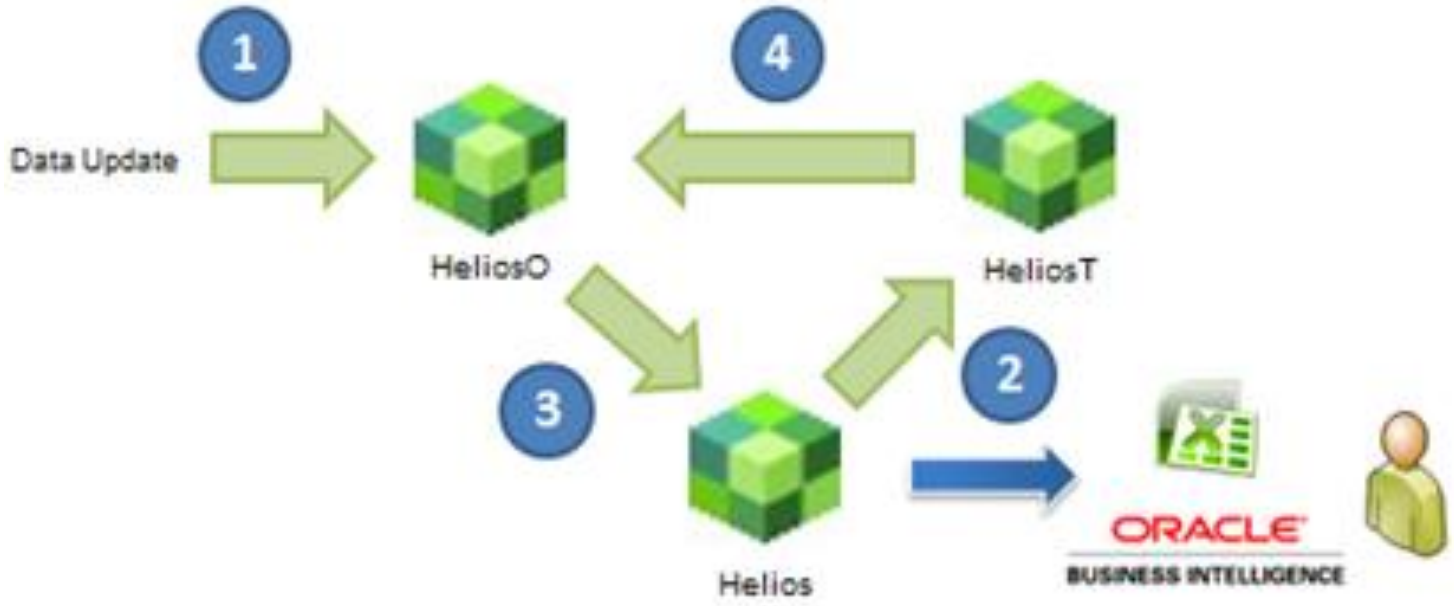
- **Helios: Helios**
  - **Reporting from Helios utilizes the power of ASO**
  - **Fewer HPCM licenses required and no specialist knowledge required**
  - **All detail and fast retrieval times**
  - **All data stored for comparison purposes**

The technical stuff: Helios and Helios Switch mechanism

The technical stuff: Helios and Helios Switch mechanism

- **Built off a data warehouse allowing re-use of data**
- **Web Analysis, FR and Smart View**
- **Minimal performance impact and down time during data loads in Helios reporting cube via Helios_Switch**

The technical stuff: Helios and Helios Switch mechanism



The technical stuff: FDM – The brains behind the operation

- **Use HPCM Batch client**
- **Maxl commands**
- **VBScript**
- **Batch files**

- 1 Run GL Actuals
- 1.1 Run GL Actuals Income
- 1.2 Run GL Actuals Cost
- _____
- 2 Run Cost-Income Export to Helios
- 2.1 Run Cost Export to Helios
- 2.2 Run Income Export to Helios
- _____
- 3 Run Allocation
- 3.1 Run Allocation - Model 1
- 3.2 Run Allocation - Model 2
- 3.3 Run Allocation - StatCo
- _____
- 4 Retail FUM DataFeed

The technical stuff: FDM – subFDMCommon.uss

```
'Sub CS_subRunFDM(strLoc, strProcess)
'Sub CS_RunSQLLDR(strCtlFile, strInputFile, strParam, strProcess)
'Sub CS_RunImportBSO(strAppName,strDbName, strFile, strRule, strProcess)
'Sub CS_RunImportASO(strAppName,strDBName, strFile, strRule, strClearRegion, strProcess)
'Sub CS_RunCalc(strAppName,strDBName, strCalc, strProcess)
'Sub CS_UCECalc(strAppName, strDbName, strCalc, strProcess)
'Sub CS_RunImportBSOFromSQL(strAppName, strDBName, strRule, strProcess)
'Sub CS_RunMAXLFile(strAppName, strDBName, strMaxlFile, strParam, strSpoolFile, strProcess)
'Sub CS_ReadLogAndDropCalc(strAppName, strDBName, strLogFile, strProcess)
'Function CS_Split(InputText, Delimiter)
'Sub CS_GenerateHPCMCalc(strAppName, strPOVFileName, strStages, strProcess)
'Sub CS_CreateSubstitutionVariable(strPOVFileName, strProcess)
'Sub CS_AllocationCalcBSO(strAppName, strStages, strGeneology, strProcess)
'Sub CS_AllocationCalcASO(strAppName, strStages, strGeneology, strProcess)
'Sub CopyAllocatedToFinal()
'Sub ReplaceText(objScriptingFile, strOldText, strNewText)
'Sub Create_Log_Entry(strMessage,strFile,srStatus)
```

The technical stuff: FDM – Process genealogy

```
'#########################################################################################################
'# submit POV Genealogy without (the potential clashing) ASO clear (on retry only if POV cleared)
'#########################################################################################################
If bPOVCleared Then 'only submit if the clearing of POV was successful (it can clash with data
'loading operations)
 strHPMRun = strHPCMBatchClient & " processGenealogyPathsWithOutASOCubeClear " & strAppName  &
 " """ & strCurrentPOV(1) & "," & strCurrentPOV(2) &  """ " & strCurrentPOV(0) & " """
 & strGeneology & """"
```

The technical stuff: FDM – Process genealogy

```
################# Waiting 1min to check for HPCM_CLIENT.done.* (21 Completed, 3 Running) #################
################# Waiting 1min to check for HPCM_CLIENT.done.* (21 Completed, 3 Running) #################
################# Waiting 1min to check for HPCM_CLIENT.done.* (21 Completed, 3 Running) #################
################# Waiting 1min to check for HPCM_CLIENT.done.* (21 Completed, 3 Running) #################
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################# Waiting 1min to check for HPCM_CLIENT.done.* (21 Completed, 3 Running) #################
Got HPCM_CLIENT.done.COST.FY17.May : STATUS=SUCCESS
################# Waiting 1min to check for HPCM_CLIENT.done.* (22 Completed, 2 Running) #################
################# Waiting 1min to check for HPCM_CLIENT.done.* (22 Completed, 2 Running) #################
################# Waiting 1min to check for HPCM_CLIENT.done.* (22 Completed, 2 Running) #################
Got HPCM_CLIENT.done.COST.FY18.May : STATUS=SUCCESS
################# Waiting 1min to check for HPCM_CLIENT.done.* (23 Completed, 1 Running) #################
################# Waiting 1min to check for HPCM_CLIENT.done.* (23 Completed, 1 Running) #################
################# Waiting 1min to check for HPCM_CLIENT.done.* (23 Completed, 1 Running) #################
Got HPCM_CLIENT.done.COST.FY18.Nov : STATUS=SUCCESS
################# Waiting 1min to check for HPCM_CLIENT.done.* (24 Completed, 0 Running) #################
CS_AllocationCalcASO finished OK
```

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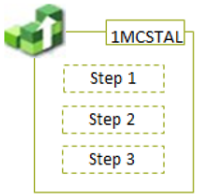
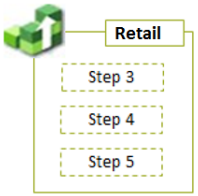
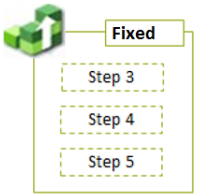
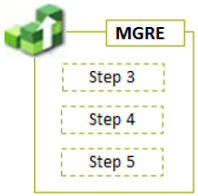
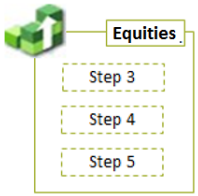
Where to now

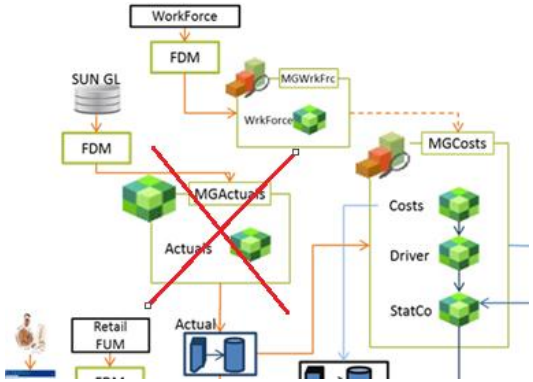












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Mar Rolling Forecast - Loaded	No	No	No	No
Apr Rolling Forecast - Loaded	No	No	No	No
May Rolling Forecast - Loaded	No	No	No	No
Jun Rolling Forecast - Loaded	Yes	No	Yes	Yes
Jul Rolling Forecast - Loaded				
Aug Rolling Forecast - Loaded				
Sep Rolling Forecast - Loaded				
Oct Rolling Forecast - Loaded				
Nov Rolling Forecast - Loaded	No			
Dec Rolling Forecast - Loaded	No	No	No	No
Detail Level Plan	No	No	No	No

Summary

- Parallel Calculation
- Model Data Generator
- Detailed Logging
- Control Forms and scenario independent jobs
- Helios Switch type mechanism

Hyperion Focus 2015

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Questions

Thank you!


EPM Maestro


Merlin xl


AMOSCA
Balancing Business and Systems


VertexFusion


keyteach


REPORT
AUTHORITY


INFRATECTS


nymad


ORACLE


epm
FastTrack


Accelatis
Better Performance. Less Guesswork.


UK OUG
UK ORACLE USER GROUP


CXO COCKPIT
WEB-BASED & MOBILE CORPORATE EPM REPORTING


TPH